
Through a competitive process, Ross Solar Group LLC was selected to serve as your Solarize contractor. Thank you!



Let's work together to make this program a success!

About Ross Solar Group



- Chosen by Pfizer/Walmart/ Bed Bath & Beyond and 12 Connecticut municipalities
- Most installations in each Solarize Programs for last round (Classic, Express, and Choice)
- Just installed 600kW of Solar on Stafford Schools!!
- First SunPower dealer to achieve Elite status in New England
- In business since 2007
- NABCEP Certified. Installers are employees (not subcontractors)
- Over 1,500 installations throughout CT, NY, NJ, MA and PA

Quality. Experience.
Award-Winning Service.

Q: What do these items have in common?



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Q: What do these items have in common?



**A: They're ALL YOUNGER
than the modern Solar Panel**

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HOW SOLAR WORKS

1 SunPower® Solar Panels
Convert light into electricity
with the highest efficiency
solar cells on the market.

2 Inverter
Converts solar electricity
for household use.

3 Electric Meter
Whenever production
exceeds use, you receive
a credit from the local utility.

4 Performance
Monitoring
View energy production
and usage online.

¹ SunPower provides no guarantee of savings that will be achieved by each homeowner. Savings will vary by floor plan, occupancy, appliance usage, thermostat settings, and orientation of the solar electric array.
² Specific incentives are dependent on system size and location. Please consult your tax advisor to understand how these benefits apply to your facts and circumstances.
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www.sunpowercorp.com

Residential Solar Installations



Pomfret Center, CT



Westport, CT



Danbury, CT

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4 Reasons to invest in solar

- Hedge against rising electricity costs
- Consistent tax-free & risk-free returns year over year
- Increases the overall value of your house
- Environmental benefits

Over 30 years, a 5kW system will benefit the environment equivalent to planting 30 acres of trees or not driving 237,000 miles



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Greater Resale Value with Solar

- Livermore Labs (04/11): *An Analysis of the Effects of Residential Photovoltaic Energy Systems on Home Sales Prices in California*
 - Homes sold in CA: 2000 to mid-2009
 - 72,319 homes: 1,894 had solar (PV)
 - Concluded: solar adds avg. \$17,000 to the sales price
- Department of Housing and Urban Development (Published in Appraisal Journal, 10/98)
 - Concluded: people pay \$20 more for every \$1 saved annually
 - \$1,000 annual energy savings = \$20,000 in increased home value



YOUR CURRENT ELECTRIC BILL (FRONT PAGE)

Your account summary

Amount due on Sep 20	\$103.36
Payment Sep 26	-\$103.36
Balance Forward	\$0.00
New Charges/Credits	
Electricity Supply Services	\$43.15
Delivery Services	\$46.81
Total new charges	\$89.96
Total amount due	\$89.96

The "Total amount due" must be received by **Nov 18, 2013** to avoid a 1.00% late payment charge.

Detail for Service at:

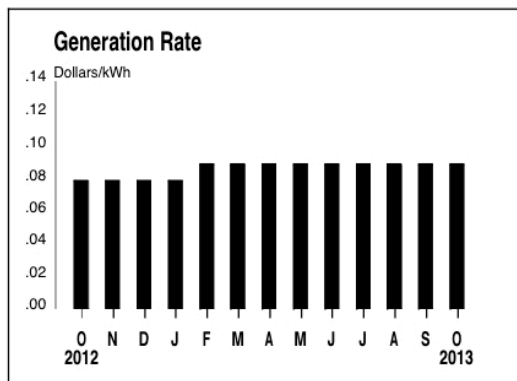
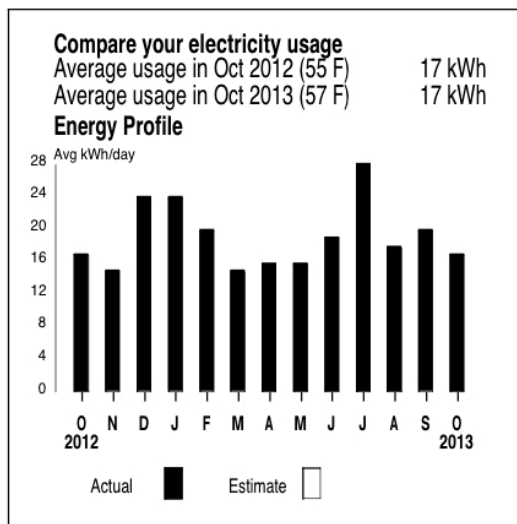
For billing period: Sep 19 - Oct 18 (29 days) Next read date on or about: Nov 18, 2013

Actual reading on Oct 18, 2013	87514
Actual reading on Sep 19, 2013	- 87034
Billed usage	= 480

Electricity Supply Detail	DOMINION ENERGY SOLUTIONS	
Generation Svc Chrg**	480.00KWH x \$0.089900	\$43.15
Subtotal		\$43.15

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YOUR CURRENT ELECTRIC BILL (BACK PAGE)



CL&P Delivery Services Detail

DISTRIBUTION RATE: 001

Transmission Chrg	480.00KWH	x	\$0.022490	\$10.80
Distr Cust Srv Chrg				\$16.00
Distr Chrg per KWH	480.00KWH	x	\$0.027570	\$13.23
CTA Chrg per KWH	480.00KWH	x	\$0.001900	\$0.91
FMCC Delivery Chrg	480.00KWH	x	\$0.009930	\$4.77
Comb Public Benefit Chrg*	480.00KWH	x	\$0.004360	\$2.09
DOE Credit***	480.00KWH	x	\$0.002060	-\$0.99

Subtotal \$46.81

Explanation of your charges

*The Combined Public Benefits Charge represents a combination of three charges formerly known as: "Conservation and Load Mgmt Charge, Renewable Energy Investment Charge, and Systems Benefits Charge."

**Effective January 1, 2007, the Generation Services Charge (GSC) and the Bypassable Federally Mandated Congestion Charge (BFMCC) have been combined into the "GSC Charge" listed in the Supplier Services section of your bill. The GSC reflects all of the cost of procuring energy from CL&P wholesale suppliers. The BFMCC portion of this line item is \$0.0015/kWh. If you multiply this BFMCC rate by the number of kWhs on your bill, you can calculate the dollar amount associated with the BFMCC.

***The DOE Credit is a refund from the federal Department of Energy (DOE) for money that had been paid to build a centralized storage location for nuclear fuel. That location was not built by DOE, and therefore, DOE is refunding this money to customers.

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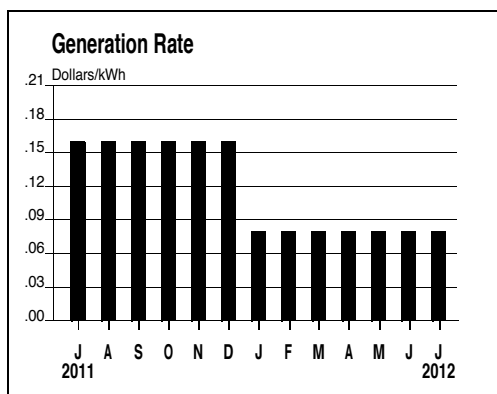
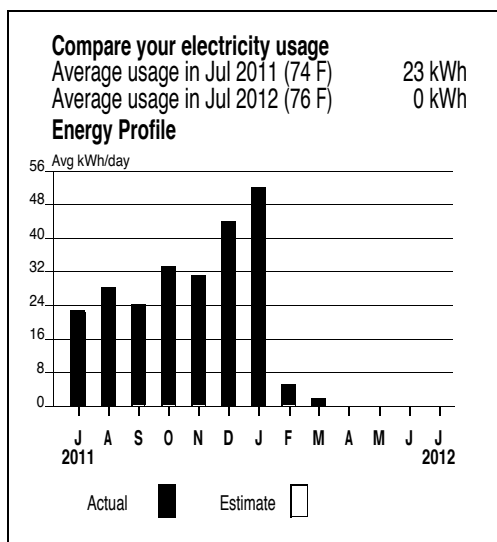
YOUR CURRENT ELECTRIC BILL

(EVERY KWH-BASED FEE WILL BE OFFSET BY SOLAR)

CL&P Delivery Services Detail	DISTRIBUTION RATE: 001		
Transmission Chrg	480.00KWH	x \$0.022490	\$10.80
Distr Cust Srvc Chrg			\$16.00
Distr Chrg per KWH	480.00KWH	x \$0.027570	\$13.23
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DOE Credit***	480.00KWH	x - \$0.002060	- \$0.99
Subtotal			\$46.81

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Take Control of your Electricity Costs with Solar PV



Your meter reading for meter # [REDACTED]

For billing period: Jun 5 - Jul 5 (30 days)

Next read date on or about: Aug 6, 2012

Actual reading on Jul 5, 2012 sales

5020

Actual reading on Jun 5, 2012 sales

- 3883

Billed usage

= 1,137

Electricity Supply Detail

CON ED SOLUTIONS

CL&P Delivery Services Detail

DISTRIBUTION RATE: 001

Distr Cust Srv Chrg

\$16.00

Total Delivery Charges

\$16.00

Calculation of Carry Fwd KWH

Current Sales KWH

1137

plus Prev Carry Fwd Sales KWH

798

minus Purchase KWH

632

= New Carry Fwd Sales KWH

1303

0 Net KWH Billed

Subtotal

\$16.00

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How does solar compare to other investments?

Financial Calculations	Net investment	Interest rate earned	Gross earning or energy savings yr 1
Savings	\$11,150	1.30%	\$144
CD	\$11,150	1.70%	\$189
Bonds	\$11,150	5.50%	\$613
Stock Market	\$11,150	7%	\$1,003
Solar System in CT	\$11,150	10-14%	\$1,400

Remember:

- Cost of electricity will continue to rise
- Value of your income stream generated also increases over time

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Unique Incentives Available for Solarize Homeowners

■ Solarize Tiered Pricing

- The more residents who sign up, the lower the cost per installed watt of Solar PV.
- Group discount built into the program
- *Sign up for a free home evaluation

■ Local Incentives

- Energy Committees are hard at work spreading the word about Solar PV
- By consolidating our resources to your area, our cost savings are passed on to you



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Solarize Tiered Pricing

	1kW -25kW	>25kW - 50kW	>50kW -150kW	>150kW -250kW	>250kW
Standard Efficiency	\$3.75	\$3.72	\$3.69	\$3.65	\$3.61

This pricing is basic and will apply to most homes.

Everyone in the Solarize program will receive the lowest-tiered pricing reached by the town, regardless of tier level at signing.

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Financing Your Solar System

Same As Cash

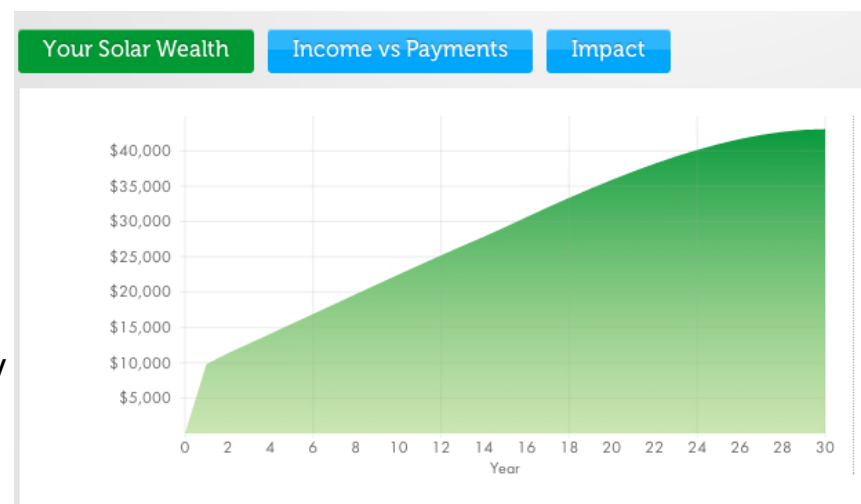
With the Same As Cash program, you can keep your out of pocket lower by receiving the benefit of the FITC upfront

- Zero interest loan on the expected FITC for 12 months
- Instant approval process
- Keeps investment as low as possible
- Use FITC to close loan. Simple!

CT Solar Loan

Our solar loan is available NOW.

- Low down payment, low fixed APR; affordable monthly payments.
- 15-year term
- No lien on house. No Equity required.
- No prepayment penalties
- Let the electrical savings pay for the system!



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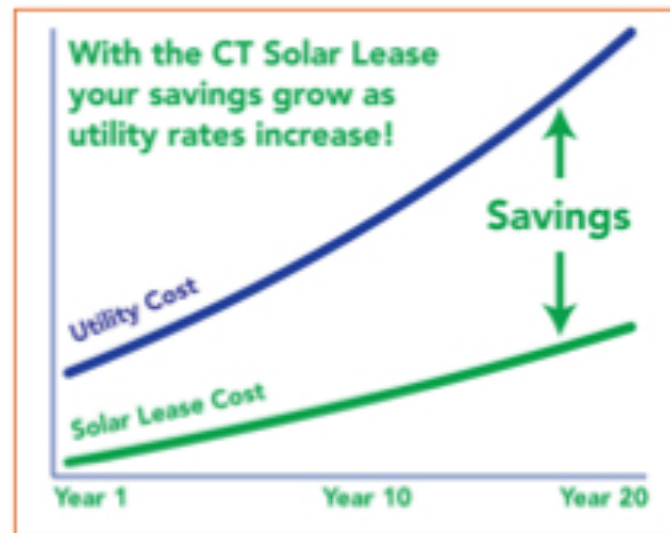
Financing Your Solar System

CT Solar Lease

*No upfront cost if system cost is below \$4.50 per watt
(remember, Solarize pricing is approx: \$3.65 per watt!)*

- Quick approval process
- Start Saving Immediately on electricity costs
- Offset your lease payments with your electrical savings
- Full 20-year worry-free warranty
- Backed by CEFIA and Assurant

CEFIA Also provides Loans such as the SMART-E Loan program, which can be used to finance tree-removal, roof repairs and other costs that can sometimes be attributed to a solar project. The SMART-E loan is also great for financing insulation, and energy saving technologies in the home. Visit www.EnergizeCT.com for more info.



Pay less than your current electric bill and lock in predictable bills for years to come.

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Scenarios

- **Some of the variables that go into a performance estimate are:**
 - ✓ **Your location**
 - ✓ **Amount of sun your home receives**
 - ✓ **Your energy usage**
 - ✓ **Your energy offset goals**
 - ✓ **The angle and direction of your roof**
 - ✓ **The financing option used to pay for your system**

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Scenario – 7 kW System in Weston

Sample – 7 kW at Tier 3 pricing level	
Installed System at Market Price	\$31,360
Installed System at Solarize Tier 3	\$25,830
CEFIA Rebate	\$7,241
Federal Investment Tax Credit (30%)*	\$5,576
Out of Pocket	\$13,013
Year One Electrical Savings	\$1,360
Year 1 return on investment	10.4%

Assumed 16.2 cents per kwh (CL&P)

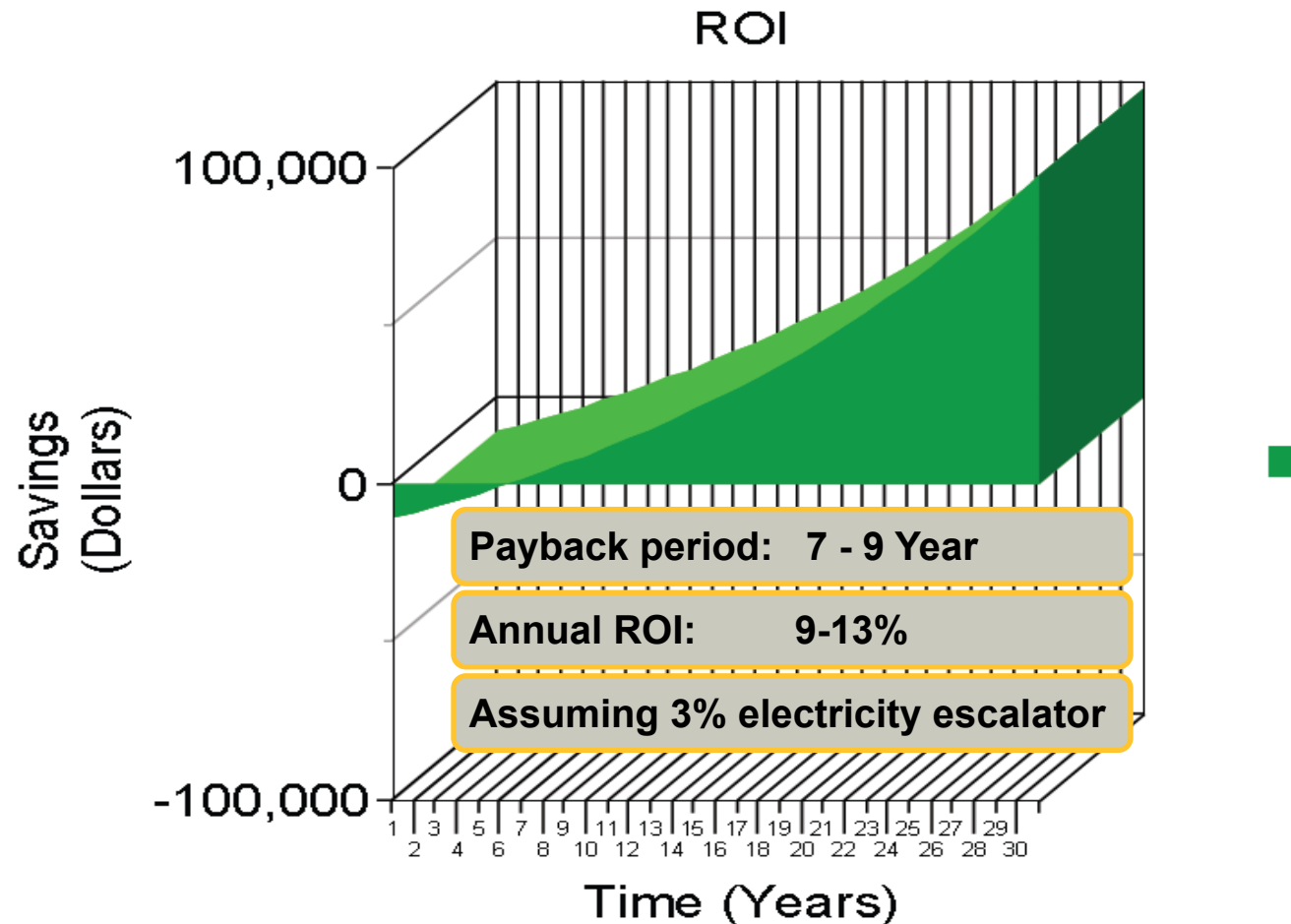
+ This example does not constitute an actual quote and will vary by individual homeowner.

*Please consult with your tax advisor.

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Return on investment for a Connecticut homeowner (visual demonstration only – actual financials will vary)



CT Homeowner, PV system

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Hypothetical Scenario – 7 kW System in Weston

Let the solar pay for *itself* with a Solar Loan from Sungage

Sample – 7 kW System in CT	
Installed System Cost	\$25,830
Down Payment	\$999
Initial Monthly Payment (roughly 12 months)	\$154
Monthly Payment after 30% tax credit paydown	\$102
Monthly Electric Savings (year 1)	\$113

Assumed 16.2 cents per kwh (CL&P)

+ This example does not constitute an actual quote and will vary by individual homeowner.

*Please consult with your tax advisor.

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Payments vs Electrical Savings

~Let Solar do the work~

(@Tier 3 Pricing and 3% annual electrical inflation)



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Hypothetical Scenario – 7 kW System in Weston

Lease Your PV system for with the CT Solar Lease

<i>Sample – 7 kW System in CT</i>	Tier 3
Installed System Cost	\$25,830
Down Payment	\$0
Monthly Payment (fixed for 240 months)	\$90
Monthly Electric Savings	\$113
Net Electric Savings (year 1)	\$276

Assumed 16.2 cents per kwh (CL&P)

+ This example does not constitute an actual quote and will vary by individual homeowner.

*Please consult with your tax advisor.

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How to get started and what to expect



Step 1

After the initial call, Ross Solar Group will conduct a site visit to assess your roof and electricity bills



Step 2

Ross Solar will provide you a tailored system proposal - including all rebates and incentives available



Step 3

After you approve the work order Ross Solar will handle all state rebates and permitting paperwork



Step 4

Materials will be delivered to your home and installation will be scheduled by Ross Solar.



Step 5

System is installed, tested, and inspected by Ross Solar.

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Program Deadline

**You must signup
by November 14th!**

Next Steps:

Start saving on your monthly electricity bills today!

✓ *Sign up for a FREE home evaluation at www.SolarizeCT.com/weston*

Thank you!



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Questions?

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